From the Chicago News.
"It is a question," Professor Kirkhoffer said quietly, "between this and that."
Saying thus, he looked down at the two objects between which choice had to be "This" was a man, a brown-skinned man of the upper Asian steppes. He lay prone upon the desert sand, his eyes, unseeing eyes, wide open, motionless save for an occasional twitching of the limbs as the fever shiver shook him; silent, except when his parched lips moved in the inar-ticulate mutter of delirium. The professor's gaze did not linger upon this piteous fig-ure. It traveled to "that"-two loads of

gaze did not linger upon this piteous figure. It traveled to "that"—two loads of clay tablets, evidently of extreme antiquity and closely covered with a strange cuneiform character, which had just been carefully strapped by his companion to the backs of two kneeling camels.

"Seeing we are now reduced to two beasts only," he went on, his eye shifting for an instant to the body of a third camel which lay dead some twenty yards off, "seeing also that we are in a waterless desert, probably twenty-four hours' ride from the nearest well, and that this man is a dead weight on our hands—"

"You don't dream of abandoning the poor chap?" Dick Harding broke in.

The professor glauced uneasily over his smoked spectacles. Harding was a puzzle to him, a man of distinguished scientific attainments, capable of strong scientific enthusiasm, yet occasionally betraying a vein of sentimentality altogether out of place in connection with scientific exploration. Kirkhofter had had inconvenient experience of this peculiarity more than once during the year spent with Harding in the remote fastnesses of Thibet.

"You wouldn't leave him here to die?" the Bnglishman persisted.

The professor rubbed his forehead thoughtfully. "He's bound to die soon in any case."

"I don't see that at all. If we can keep

The professor rubbed his forehead thoughtfully. "He's bound to die soon in any case."

"I don't see that at all. If we can keep him alive till we get out of this—"

"Impossible, my friend. He cannot walk and these two camels cannot carry him in addition to you and me and the tablets."

"Then leave some of the tablets behind."

The professor fairly gasped for breath.

"Leave—leave behind some of the tablets?" he stammered. "Leave the records of a civilisation to which the Arcadian is a thing of yesterday—to be swallowed up by the next sandstorm? Give my great discovery, the greatest of the century, maimed and imperfect, to the world? Harding, you must be mad. What's the life of a Khirgiz Tartar beside these priceless things?"

Kirkhoffer's short-sighted eyes gleamed angrily behind his glasses; his voice was thick with passion.

"What's a Khirgiz Tartar? he growled like a wild animal.

"He's a man, anyway," Harding retorted. "Suppose I refuse to leave this fellow?"—the professor became all at once ominously cool—"I shall be forest.

"He's a man, anyway," Harding retorted. "Buppose I refuse to leave this fellow?"

"Then"—the professor became all at once ominously cool—"I shall be forced to remind you that I sim the head of this expedition and you my salaried assistant. Also that these animals are my property. I go and they go with me. You can join the party or not, as you please."

Harding grew pale. "That is the choice you offer me? Then I say you are a black-guard."

"And I say," indifferently, "you are a fool. Come, will you mount?"

"No!" furiously.

The German shrugged his shoulders. "Have it your own way," he said. And, gathering up the long leading rein which he had fastened to the head of one camel, he prepared to seat himself on the other. But here Harding spraing upon him suddenly. "No, you don!!" he cried. "You shall leave me one, you brute, though it were a hundred times your property!"

"Stand off!" the professor cried.

Harding's answer was to close with him silently; and there ensued a trial of strength whereof the issue seemed for several minutes doubtful. The men were not enabled. Kirkhoffer was the taller and heavier, but then he was also the elder by twenty years and Harding's naturally lithe habit of body had known an English public school and university training. The result of the conflict was still uncertain when the professor suddenly loosed his hold and fell back, leaving the prize of contention, the led camel, almost in the other's clutch. Harding stooped to seize the creature's halter and rose again to find himself covered by his antagonist's revolver.

"Now, perhaps," the man of science observed, "you will consent to hear reason.

himself covered by his antagonist's revolver.

"Now, perhaps," the man of science observed, "you will consent to hear reason.
No use, my good friend," as Harding's
hand went briskly to his breast pocket.

"I drew the charge while you were askepthis morning, in view of possible difficulties. Tou see I know something of your
strange English character. There is nothing like being ready for difficulties as they
arise."

strange English character. There is nothing like being ready for difficulties as they arise."

Dick Harding, under the covering revolver, stood erect and—dumb. To argue further with a man prepared to commit murder on behalf of his tablets of baked clay were simple waste of breath.

Keeping the muzzle of his weapon pointed full at Harding's breast, Professor Kirkhoffer mounted his camel, made both the great beasts get up and began to move off. As long as Harding remained within running-up distance he continued to hold the revolver raised and leveled, sitting sidewise on his animal to insure an accurate aim. But after a minute the camels broke into a long, awkward trot; in two minutes they were beyond pursuit; three—and the professor pocketed his firearm and threw his leg across the saddle. "Your own fault, remember!" was his final greeting before he disappeared over the top of tha nearest sand dune.

When he had disappeared, Harding looked about him, reviewing the situation. It was no cheering prospect that met his eye; a dead waste of sandhills to north, south, east and west, white hot in the glare of the tropical sun. Two dark blots alone broke the pale surface of the wilderness—the stiffening bulk of the dead camel and the limp figure of the fever stricken camel driver. Truly no pleasant place to die in; more especially if you happen to be young and strong, and the death to which you stand condemned be death by hunger and thirst. A few hours would exhaust the scanty remains of food and water left in the skin and saddle bag lying hard by the dead camel and then—

Harding shook off anticipations of coming torture to take stock of his wretched commissariat, and, rummaging in the bag, found a priceless treasure—nothing less than an untouched bottle of quinine! Why, with this he might hope to revive the Khirgiz, whose case, but for the supposed

than an untouched bottle of quinine! Why, with this he might hope to revive the Khirgiz, whose case, but for the supposed exhaustion of the expedition's medicine chest, had never been a serious one. Escape? From a trackless wilderness in which they could only wander aimlessly to and fro, having no single instrument by which to determine their position or point the way? Saving his assistant's pack, the professor had carried off everything.

No, not everything, Even as this thought sank like a stone into Harding's heart his foot. With a shaking hand he grasped it, lifted it—and broke into a cry of mingled triumph and thanksgiving which startied the Khirgiz from his lethargy. Pushing back his long hair, the man made an effort out up.

"The master? Where is the master?" he

BUSINESS CARDS.



YOUR HORSES WITH THE PAICE COMPLETE, St. 76.

"The greatest clipping machine ever invented."
Holds world's record for fast clipping. Time, 14
minutes. No stable should be without one. Pays
for itself first day.
Wholesale and Retail Agent, 511 Main St., Kannas
City, Mo. Mail orders filled promptly.

R. W. M'MURRY & CO.'S CANADIAN RYE WHISKY Bottled at Distillery.

**5FULL QUARTS FOR \$4** Delivered at your station FREE.

Open the goods and try them and if
they do not give satisfaction return them

SEND FOR COMPLETE PRICE LIST. J. RIECER & CO., AGENTS. 1577 Genesce St., Opp. Stock Yards. Ref.: Bank of Commerce; any firm in Exc. bleg

DRUGLESS

Why suffer and die, when you can be cured so easily and quickly with the oxydonor "Victory"? I will for a few days treat any acute disease FREE, and will guarantee a cure in forty-eight hours, such as La Grippe, Pneumonia, Fevers of all kinds and Diphtheria. Will cure Neuralgia in thirty minutes, and will make a permanent cure in a remarkably short time of any chronic disease, without drugs, electricity or faith. L. F. FILLOON & CO., Suite 208, Arlington bldg., 10th and Walnut,

STRONGEST MAN-TLES MADE. Our Mantles are mad by the latest improves process. We will mai one or more on receip of 15 cents cach. Dis

1

"You stand in your own light" if your sight is failing, and you don't consult Abney, the optician, before buying glasses; solid gold goods, \$3.50 up. 12014 Grand ave.

Out of town merchants are invited to call at our store and examine stock and prices, Prices the low-est to the trade in Kansas

WILSON & TWYMAN. Postal Tel. Bldg., 802 Delaware street. EPILEPSY OR FITS.

I wish every person in the United States suffering with EPILEPSY or FITS, to send for one of my large-sized bottles, FREE, DR. FRED E. GRANT, Dept. D. Kansas City, Mo.



U.S. SUPPLY CO. 503 Delaware st., K. C., h

GOOD RESULTS FROM THE JOURNAL.
AVA. MO., Feb. 18.—Kansas City Journal—Gentlemen: Inclosed please find draft for
Il. Please insert my ad. Wednesday and
Sunday. The Journal as an advertising
medium is getting to be the whole thing.
We get good results from what advertising
we have given The Journal.
L. O. HAILEY, Attorney.



ORDER BY MAIL.
Brass Signs, Box Printing, Plates,
Badges, Checks, Rubber Stamps,
Scals and Stencils. H. C. LIEPSNER & CO., Tel. 2511. 611 Delaware Street.



MAIL ORDERS FILLED. New Hand Made Farm Harness, complete, \$19.50.
New Singlie Harness, complete, \$4.00.
New and second-hand Harness bought and sold. Call and see me before buying.
P. R. ELSTUN,
1807 Grand Ave., Kansas City. Mo.

asked, looking about him in surprise.

Harding laughed grimly, "Heaven alone knows, since he has left his compass here." And heaven alone knows to this hour the course of the wretched Kirkhoffer's wanderings. When Harding and the Khirgiz guided by the instrument which he had dropped in his scuffic with the Englishman, reached, after manifold toils and sufferings, the confines of human habitation they could obtain no tidings of their vanished chief. And although Harding insisted on organizing a new expedition to search for him, its labors were fruitless.

His fate remains as unknown to the world as the history of that ancient empire whose records lie buried with him in the sands of Central Asia.

The best train service to Tacoma. Seat-tle and Puget sound points, only 69 hours from Kansas City, 10 hours shorter time than by any other line. This train leaves Kansas City at 10:40 a. m. by the Burl-ington route. Ticket office, 822 Main street.

The daily newspapers freely used are as good as an army of solicitors. It's the constant beating of the drum that attracts attention

alt up.
"The master? Where is the master?" he Route. Finer and faster than ever.

OF COURSE NOT.

WANTED-MALE HELP. GOOD RESULTS FROM THE JOURNAL AVA, MO., Feb. 18.—Kansas City Journal—Gentiemen: Inclosed please find draft for 11. Please insert my ad. Wednesday and Sunday. The Journal as an advertising medium is getting to be the whole thing. We get good results from what advertising we have given The Journal.

L. O. HAILEY, Attorney.

YOUNG man wanted for guaranteed position; applicant must have good English education and be willing to take a thorough course in shorthand and typewriting, according to instruction of firm guaranteeing position; no triflers need apply. Address L 53, Journal office. WANTED-Men to learn barber trade.
We positively guarantee \$90.00 monthly after only eight weeks' practice. Spring rush soon. Students from distance assisted with transportation. Tools presented. Write at once. Moler Barber College, St. Louis, Mo.

WANTED—The agricultural commission of Kansas City desires to secure the services of a competent superintendent for its Fingree gardens for the coming season. State age and experience in gardening. Address DAVID B. PAGE, Sec., city.

TRAVELING salesmen wanted for sugar refinery, hat and tobacco factories; terri-tory, Kansas, Oklahoma, Texas, Missouri; good salary. Triumph Information Co., 304 Elm st., Dallas, Tex. MAN wanted, to solicit and collect in-surance; permanent and remunerative em-ployment to right party. Call on C. M. Whitaker, 205-206 Boston bldg., 8th and Wy-andotte, 205-206 Boston bldg., 8th and Wy-

50 WIDEAWAKE canvassers, to sell staple article, used by everybody, genteel, small package and big money; "regular harvest." Call from 1 to 4 p. m. only, 1406

EDUCATED gentleman wanted; one trained for a profession preferred; must have had some experience as salesman. Apply 402 Hewson building. WANTED-A reliable man with \$300 as cashler in retail business; must be honest and sober; salary, \$50 monthly. Address T 684, Journal office.

WANTED QUICK-Comedian and soubrette. Call at Clifton house at once. DR. DIAMOND DICK. Anything of value, whatever kind or na-ture? If you want money in a hurry, ad-dress T 750, Journal office.

WANTED—Night watchman, that can loan \$250; steady position at \$2.50 per night, Address T 721, Journal office. WANTED-Photo printer; must be good with gloss and platino paper. BELL'S, 110 E. 12th st., Kansas City. WANTED—Two men, \$35; news agents; grocery clerk; men and wives on farms, 9 West 5th st., room 9.

MONEY to patent good ideas may be secured by our aid. The Patent Record, Baltimore, Md. WANTED-Three good canvassers and collectors; good pay. 1028 Main, room 1.

WANTED-FEMALE RELP.

GOOD RESULTS FROM THE JOURNAL AVA. MO., Feb. 18.—Kansas City Journal—Gentiemen: Inclosed please find draft for fl. Please insert my ad. Wednesday and Sunday. The Journal as an advertising medium is getting to be the whole thing. We get good results from what advertising we have given The Journal.

L. O. HAILEY, Attorney.

LADY wanted for guaranteed position; applicant must take course in shorthand as outlined by firm guaranteeing situation. Only those willing to invest time, money and labor necessary to fully equip themselves for a good position as stenographer need apply. Reference required. Address L 211, Journal office.

WANTED-Girl stenographer; moderate salary to start on. Call at room 552, Gib-raitar bldg., Kansas City, Mo., Tuesday morning, February 21. YOUNG Women's Christian Association Employment Bureau and Boarding House directory, 337 New Ridge bldg. WANTED-Girl to do general house work. Apply 2327 Brooklyn avenue.

SITUATION WANTED-MALE SITUATION wanted, by steady German, who understands all kinds of work; ex-perienced gardener and fruit man; private family. Address R 637, Journal office.

SITUATION by young man of 20; any kind of outdoor work; good driver; refer-ences. Address T 591, Journal office. A GOOD, sober country-raised man wants employment; coachman preferable. Address J. J. 2201 McGee st. EXPERIENCED gents' furnishing sales-man wants position; best reference. Ad-dress T 284, Journal office.

SITUATION WANTED-FEMALE. CLERICAL position wanted by an experienced young lady who is a good penman typewritist and shorthand writer. Best of references. Address T 753, Journal office.

WANTED-AGENTS.

GENTLEMEN OR LADIES for the best selling article ever presented to the peo-ple; something entirely new; a household necessity; now on exhibition at 1096 Broad-way. You are assured of a good salary. Cell and towastican

EMPLOYMENT AGENCIES.

BREGA'S Employment Agency, largest n city; all kinds reliable male and female lelp or situations, 1044 E. 12th. Tel. 1179. wanted; all kinds work, 728 Main. Tel. 1154. CANADIAN Employment Office, oldered and best in city for reliable male and femalelp or situations. 104½ E. 12th. Tel. 1179.

BUSINESS OPPORTUNITIES.

GOOD RESULTS FROM THE JOURNAL.

AVA. MO., Feb. 18.—Kansas City Journal

—Gentlemen: Inclosed please find draft for

\$1. Please insert my ad. Wednesday and

Sunday. The Journal as an advertising

medium is getting to be the whole thing.

We get good results from what advertising

we have given The Journal.

L. O. HAILEY, Attorney.

PATENT state rights for sale; new gas cooking and brolling apparatus, almost burning air; biggest moneymaker ever placed on the market; now in operation, 500 Walnut street. Cooks, waiters, barplaced on the market; now in 60 Walnut street. Cooks, wa keepers, call and make money.

FOR SALE—Fine corner lot in county seat of the best county in the state; on main street of the town; south and east front; suitable for block of stores or hotel; cheap for cash. J. M. Ketchum, Mankato,

FOR SALE—News stand; best neighborhood in the city; paper routes and subscription lists pay all expenses. Price, \$350. Rents \$12.50 per month. Geo. H. Hough, 1031

WANTED—A partner that can invest \$5,000 in manufacturing business; nothing like it in K. C. This will stand closest investigation. Address T 723, Journal office,

UNUSUAL opportunity to invest \$200 or more, securing large permanent income; capital safe, profits sure. H. GRIFFIN, 1180 Broadway, New York. WANTED-Partner with from \$500 to \$500 in cash, or same amount of groceries. Address T 283, Journal office.

LOST-Between 2718 Olive and Broaklyn car line, a pair of gold bowed spectacles. Return to 2718 Olive and receive reward. LOST-Plain gold band ring; "J. E. O.," engraved inside; return to 817 Oak and be rewarded.

EDUCATIONAL.

FOR SALE—A scholarship in one of the best business colleges in Kansas City at a very low price. Address A 33, Journal of-fice.

FOR SALE-Scholarship in prominen business college cheap, Midland Mechanic 18 East 6th st.

ANNOUNCEMENTS. L. W. Logan announces himself as candi-date for councilman of the Sixth ward, subject to the Republican primaries.

WANTED-TO PURCHASE. A six foot standing office desk; give par ticulars and price. Apply L 22, Journal. TO RENT-HOUSES.

GOOD RESULTS FROM THE JOURNAL.
AVA. MO., Feb. 18.—Kansas City Journal
—Gentlemen: Inclosed please find draft for
18. Please insert my ad. Wednesday and
Sunday. The Journal as an advertising
medium is getting to be the whole thing.
We get good results from what advertising
we have given The Journal.
L. O. HAILEY, Attorney. TO RENT—That neat, convenient remod-eled four room, with hall and fine cellar, frame house, 215 Locust. Rent, \$15.00 per month, including city water. Telephone 250. Lionel Molse, Journal office.

FOR RENT-Modern brick, 501 Highland ave., 6 rooms. Rent, \$13. The Kansas City Realty Company, 5 Bunker bidg. Telephone

TO RENT-Seven-room modern brick; good repair; large lot. Call at 1535 Olive st.

TO REST-ROOMS. FOR RENT in Bunker building—Two ad-joining office rooms; water, heat, elevator service; nice location for doctor, dentist or real estate; cheap rent. Apply W. A. BUNKER, Tel. 1820. Room 5, Bunker bldg.

2 FURNISHED rooms, modern house; bath and home comforts; close to 3 lines of street cars. Address or call, 1119 E. Seventeenth st. GRAND JUNCTION HOTEL—Corner 9th and Main sts., rooms 50c; right in heart of city. Steam heated. 1514 CENTRAL ST.—Four nice rooms for eight gentlemen, with first-class board; rates very low.

TO RENT-Modern flats, 2, 3, 4 and 6 rooms; reasonable to desirable tenants. Telephone 804. ROOMS with board; all conveniences transients, \$1 per day. 307 W. 12th st. 990 M'GEE ST.-Home Hotel; front and back parlor for rent on first floor. 519 EAST 5TH ST., neatly furnished rooms for light housekeeping.

TO RENT-MISCELLANEOUS.

TO RENT-Space with heat and power for manufacturing purposes, in Flint Advertising Co. building, 1421-23 Walnut st., terms reasonable. Apply at office. TO RENT-Desk room; best location in city; nice, clean, well-lighted room. 208 Ar-lington bidg., 10th and Walnut. TO RENT-Deak room. Apply W. A. Bunker, room 5, Bunker bldg.

BOARDING. WANTED—Board with nice private fam-ily; central and good locality, for gentle-man. Address T 701, Journal office. 921 CHARLOTTE-Good board and south exposure rooms; hot water, bath, gas; refs.

WANTED—Table board in small family; breakfast and supper, will lunch in city. Board 830-332 Junction bldg.

SAVE YOUR LABELS

Prom Grandma's Bread. Thirty labels get a Panel Picture, 20 labels a Brownie Book, 10 labels a toy top. All grocers keep Su-torius' celebrated Grandma's

GOOD RESULTS FROM THE JOURNAL AVA, MO., Feb. 18.—Kansas City Journal —Gentlemen: Inclosed please find draft for it. Please insert my ad. Wednesday and Sunday. The Journal as an advertising medium is getting to be the whole thing. We get good results from what advertising we have given The Journal.

L. O. HAILEY, Attorney.

WEED out your library, and the books that you have read and do not particularly care for somebody else might be looking for. Bring them to me and I will buy them or exchange them for same you have not read. I am always in the market for whole or part of libraries, and pay top prices for them.

B. GLICK, 710 Main st. BUSINESS NOTICE—Bruce Dodson, formerly of Baird, Dodson & Co., fire insurance agents, has removed to 609-611 Massachusetts bldg., and with increased facilities will continue to furnish reliable fire and marine insurance. Tel. 182.

W. W. W. W. W. COMORP, Undertaker and Embalmer. TELEPHONE 254. 2109 E. NINTH ST. HOME COOKING.

A CUT of home-made pie with each 15c meal; finest coffee in Kansas City. 110 E.

CLOCKS REPAIRED.

We'll send for and return; warranted for one year. H. B. CARSWELL, 1015 Walnut. LIQUOR habit cured; guaranteed by Star Day Cure Co. E. T. Case, mgr., 538 Minne-sota ave., Kansas City, Kas. CUT flowers and designs for all occa-sions. MRS. HAMPTON, florist, N. E. cor. 12th and Locust. CITIZENS LUMP COAL, \$2.70 per ton, tons \$5.00, 2100 Broadway. Tel. 1189.

CANCER CURED In 4 to 30 days without cutting, caustic, loss of blood or pain. A written guarantee in every case to cure or no charges whatever. Consultation tree. James Clement, M. D., 401-405 Husted bldg., 602 Minnesota avenue, Kansas City, Kas.

DR. SPINNEY & CO., SPECIALISTS.
OLDEST in experience, richest in medical knowledge, crowned with 36 years of unparalleled success; treat all nervous, private and chronic diseases. Call or address DR. SPINNEY & CO., 900 Main st.

Madam Za Mora. Treatment for Obesity and Form Development; hair, skin, complexion and superfluous hair specialist. Room 401, 1009 Walnut street, Kansas City, Mo. GANGER, TUMORS. Painless Cure: ne Dr. J. C. McLaughlin, 403 New Ridge bldg., Kas. City. EXPERIENCED physician supplies home nurse, infant adoption; perfect seclusion for ladies. Lock Box, 407, K. C., Mo. MADAME ZAHNER'S Oil of Beauty, the great skin tonic for the complexion. Face massage free. 1013 E. 12th st. LADIES' confinement home; board, room, nurse and doctor furnished. Address Box 97, Kansas City, Mo. RUPTURES-If you want a truss that cures for \$3.50, call at room 11, 918 Wal-

VAPOR BATH CABINETS.

IF you want a perfect bath, thorough grooming; to be cured of is grippe, pneumonia, kidney affections, rheumatism, sick headaches, nervous affections, female weakness, and made to feel perfect, get one of our Vapor Bath Cabinets at once. Prices, \$7.50 and \$12.50 each. THE THERMAL VAPOR BATH CO.,

2 gallons 8 years old, Rieger's Monogram whisky, \$5; freight prepaid; single gal., \$2.75; Rock and Rye, \$2.50; blackberry brandy, 1.25; good thing for the grip. J. RIEGER & CO., 1527 Genesee st., opposite stock

PALMIST.

PALMISTProfessor Eva Fay will tell you your name and anything that you want to know; 25c, 50c, 81.00. 312 W. 9th at; entrance in the rear.

BRINTON PUMP AND SUPPLY CO. 555 WALNUT ST.—Tel, 2488.—All kinds of numps put in and repaired. Agents for Perfection Elevator Purifying pumps. Cla-terns cleaned and cemented.

FUNERAL NOTICE.

The funeral of William Harmon will take place from the residence, 3308 E. Twelfth street, at 2:30 p. m. to-day. Interment at Elmwood cemetery.

FOR SALE-REAL ESTATE.

W. B. DAVIS. 400-401 HALL BLDG.

FOR SALE— 80 acres in Labette county, Kas., well mproved; \$1,300.00. mproved; \$1,300.00. 80 acres, improved, Crawford county, Kas.; \$2,400.00. Mas.; \$2,400.00.

160 acres, well improved Linn county, Kas.; \$30.00 per acre.

120 acres, improved, Linn county, Kas; 2,000.00,

80 acres, improved, Linn county, Kas.; 1,200.00. 284 acres, splendid bottom farm; highly mproved; Osage county, Kas. \$35.00 per cre. Have customers for Kansas City property.
List your properties with me. J. W. B. DAVIS.

Chean Lot for Cash. I have a cheap lot in good neighborhood in northeast part of Kansas City, Kan. This is desirable and no cash offer will be refused.

Also two lots on street paved with brick in Edgerton place, cheap for cash. I also have two lots for Pullman heights that will self for less than half of their real value, Make an offer. Apply to GEORGE D. LONG.

um Grandview. I have a handsome 50 foot lot situated in the best part of Grandview, on 17th street, just south of Central avenue, on Grandview branch of L read, that can be sold for cash for almost half of what surrounding property is on the market for. Must be sold at once. Investigate this.

GEORGE D. LONG,
641 Minnesota avenue, Kannas City, Kas.

SPOT CASH SNAP.

\$6,000 will purchase on business street, 8 blocks from Main st. corner lot, 60 by 125 feet, on which is built two two-story brick houses (detached) of 9 rooms each, and bathrooms, cellars, cisterns, barns, hot and cold water, gas and gas stoves. The fire insurance on them is \$6,000. They are in good order, inside and out, having best new gutters and roofs; first-class sidewalks and asphalt streets. Call at 803 East 15th st., see owner.

House Wrecking Gominpany.

Second-hand lumber, brick, doors, sashes, blinds and everything. Write us for anything you want in the builders' line. Best prices paid for old houses. Tel. 1252. KANSAS CITY HOUSE WRECKING CO., 1810 Grand ave. Kansas City, Mo.

A Valuable West Bottoms Property. 144 feet, near cor. 8th and Mulberry: part-ly covered by 2-story brick m'f'g building. Room for another building. A bargain for investment or for actual use. Metropolitan National Bank. 801 N. Y. Life bidg.

A Grand Old Brick Mansion.

Large grounds; fine shade trees; on asphalt street. In fine neighborhood; 33rd and Baltimore; at a sacrifice price for quick sale. Metropolitan National Bank, 801 N, Y. Life building. 477 acres, fine bunding.

477 acres, fine farm, Cass co., 30 miles south, on R. R.; good house, new barn, orchard, only \$29.

Lovely new, modern 8 room brick and frame, near 10th and Indiana, at a bargain.
6 room frame, 50 ft. rents for \$15, worth \$1.809, for quick sale, \$1.500.

157 ft. Garfield near 10th, asphalt st., \$40.

163 ft. near 31st st. and Grand, cheap, \$20, COLE & MAMEY.

HOMESEEKERS-If you want a nice lot and a house built in accordance with your own ideas, all at the first cost, call on me. I can locate you on Independence avenue, Olive street, between 12th and 13th; South Olive street or in the Linwood district, and Ölive street or in the came. can make you good terms. GEORGE CARMAN, Architect, 309 Hall bldg.

A Good Home or Investment. 8 or 3-room frame; close in; steam heat-ed; brick paved street; rents constantly at E5. Price, 25,500. Metropolitan National Bank, 801 N. Y. bldg.

REMEMBER Where we do the building the plans cost you nothing. Quality considered, our work is always cheapest.

HUCKE & SEXTON CONTRACTING
AND BUILDING COMPANY.

318 New York Life Building.

Building Lots for Sale I have two good residence lots adjoining
—making elegant site for a home—that
will sell for cash very cheap.

GEORGE D. LONG,
641 Minnesota avenue, Kansas City, Kas. GOOD RESULTS FROM THE JOURNAL AVA, MO., Feb. 18.—Kansas City Journal—Gentlemen: Inclosed please find draft for I. Please insert my ad. Wednesday and Sunday. The Journal as an advertising medium is getting to be the whole thing. We get good results from what advertising we have given The Journal.

L. O. HAILEY, Attorney.

FOR SALE—Breeding ranch in Arizona; fine reservoir; full; good range; cattle; large horse pasture under wire fence; large houses, buildings, etc., to carry on large range business. The above to close out partnership. Price, \$20,000. Address F. Lansing, care Arizona Central bank, Flagsaff, A. T.

FOR SALE—Six acres, switch property, if mile from old city limits; a very large spring of never-failing water, clear as crystal. Fine location for manufacturing, brewery or distillery, Attractive price, Telephone 1820. The Kansas City Realty Company, 5 Bunker bldg.

FOR SALE—In Grandview, Kansas City, Kas., we own some beautiful lots, best neighborhood, good schools and church; 1½ blocks from cars; \$5 per ft.; used to sell for \$5. The Kansas City, Realty Com-pany, 5 Bunker bldg, Telephone 1820. Do You Want a Home? Have home to sell cheap for cash or on payments. GEORGE D. LONG. 641 Minnesots avenue, Kansas City, Kas. FOR SALE-Some very attractive homes, new, modern south and east, Send to us for particulars. The Kansas City Realty Company, 5 Bunker bldg. Telephone 1820. \$1,300-NEAT 7 room home; East side; \$1,500-New 5-room cottage \$5x140, \$2,600-New 6 room home, \$0x130, J. W. HARLAN, 406 Helst bldg.

WANTED-50-foot lot in Kansas City, cheap for cash, to build on. Address T 685, Journal office.

FOR SALE OR EXCHANGE. FOR SALE OR EXCHANGE—
4 story brick modern office building, 100
feet square, fully occupied, central location; will trade equity for clear residence
property, acres or farms.

THE KANSAS CITY REALTY CO.
Tel. 1830.

5 Bunker bldg.

WANTED-MISCELLANEOUS. WANTED—Two tickets for the Sousa evening concert; give price asked and loca-tion of seats. Frank White, Journal office.

WANTED-Carpenter work; part pay-ment for house and lot. 332 Junction bldg. MANICURING. HAIRDRESSER and manicure; first-class; no other need apply. Buit 401, 1008 Walnut street.

MANICURING-Ladies and gentlemen 218 Main et., second floor, rooms 7 and 9. BROADWAY STORAGE AND COM. CO. PRIVATE LOCKED ROOMS.
Fireproof vaults for Libraries, Bric-a-bracand Paintings. Call us up. Tel. 1007.
(Bonded.) 518 Broadway.

ARCHITECTS.

J. FRANCIS THOMPSON, architect, pre-pares plans, details and specifications for buildings of every description; prices low; mail orders solicited 565-9 Baird bldg., 8th and Wyandotte.

can purchase furniture, stoves, etc., on your own terms. ECOMY FURNITURE AND CARPET 8th and Main sts. OVER 42,000 PAID CIRCULATION DAILY MAKES JOURNAL WANT ADS PAY.

## The Other Day

ADVERTISEMENT OF A KANSAS CITY FIRM IN A TRADE PAPER THAT IS CERTAINLY UNIQUE. THE AD, BEGINS WITH THIS STATEMENT: "TO KEEP UP WITH THE TIMES, WE ARE COMPELLED TO ADVERTISE." THIS APTLY DESCRIBES THE ATTITUDE OF MANY MERCHANTS IN EVERY COMMUNITY. THEY REGARD ADVERTISING AS SOMETHING THEY ARE "COMPELLED" TO DO. OF COURSE, THIS ATTITUDE IS NOT SO PREVALENT AS IT WAS A FEW YEARS AGO. BUT STILL IT PREVAILS TO A MARKED DEGREE.

THE WISE MERCHANT DOES NOT LOOK UPON ADVERTIS-ING AS A MATTER OF "COMPULSION," BUT CONSIDERS IT JUST AS ESSENTIAL TO BUSINESS AS HIS STOCK OF GOODS. THE SHREWD MERCHANT WOULD HAVE TO BE COMPELLED TO KEEP FROM ADVERTISING, NOT TO ADVERTISE. IN FACT, THE SHREWD MERCHANT WOULD JUST AS SOON WHY IS IT THAT THE JONES BOYS HAVE BUILT UP SUCH AN ENORMOUS DEPARTMENT STORE IN A FEW YEARST THEY BEGAN IN A SMALL WAY. WHY HAVE THEY PUSHED AHEAD WHILE OTHERS HAVE REMAINED WHERE THEY WERE OR GONE OUT OF BUSINESS ALTOGETHER? OF COURSE, THE JONES BOYS WERE HUSTLERS AND GOOD BUS-INESS MEN. BUT ABOVE ALL ELSE THEY OWE THEIR SUC-CESS TO THEIR FULL APPRECIATION OF THE POTENT POWER OF PUBLICITY. WHILE OTHERS WHO HAD GOOD BAR-GAINS SAT BACK AND WONDERED WHY THE PEOPLE DID NOT COME AND BUY, THE JONES BOYS WENT OUT AND TOLD THE PEOPLE WHAT THEY HAD TO OFFER THAT WAS TO THEIR ADVANTAGE TO BUY, AND, OF COURSE, THE PEOPLE CAME, AS THEY ALWAYS WILL IN RESPONSE TO ANY STORE NEWS THAT INTERESTS THEM. THE PEO-PLE ARE NOT MINDREADERS. YOU HAVE GOT TO TELL THEM WHAT YOU HAVE TO OFFER THAT IS BETTER THAN SOMEONE ELSE HAS TO OFFER, OR LOWER PRICED. IF YOU DON'T, SOMEBODY ELSE WILL AND THEN YOU MAY BE "COMPELLED." IT'S A BAD THING TO BE THE ONE "COM-PELLED." IT'S MUCH BETTER TO BE SO AGGRESSIVE THAT YOU "COMPEL" OTHERS. THERE IS NO SINGLE THING SO NECESSARY TO SUCCESSFUL BUSINESS AS ADVERTISING. OF COURSE, WE REFER TO THE RIGHT KIND OF ADVER-TISING-JOURNAL ADVERTISING, FOR INSTANCE.

## OVER 42,000 PAID GIRGULATION DAILY MAKES JOURNAL WANT ADS PAY.

MONEY to loan on improved inside property, in large and small amounts, at lowest rates. No delay.

THE ALLEN INVESTMENT CO.,

9th and Wyandotte sts.

GOOD RESULTS FROM THE JOURNAL AVA, MO., Feb. 18.—Kansas City Journal—Gentlemen: Inclosed please find draft for II. Please insert my ad. Wednesday and Sunday. The Journal as an advertising medium is getting to be the whole thing. We get good results from what advertising we have given The Journal.

L. O. HAILEY, Atterney. MONEY TO LOAN.
Entrance No. 4 E. 10th st., upstairs. Private parlor for ladies. Money on diamonds, watches, jewelry, etc. Cash for old gold. TO LOAN—Money in large or small sums it lowest current rates. SOUTHWESTERN LOAN & LAND CO., 1006 Broadway. A TALENTED young graduate from Paris is now located at 300 Main, room 3, and floor. Renowned for the excellence of her treatment, with strong magnetic power. There is no one but what is benefited. Open Sundays and evenings until 3. N. B.—No sign.

MONEY LOANED Salaried people hold-ing permanent positions with responsible concerns, upon their own names, without security. Tolmon, 1630 N. Y. Life bldg. WE have some money to loan on Kansai City improved real estate at 6 per cent No delay. Don't fail to see us. 716 Dela-ware st. CRUTCHER & WELSH.

\$50,000 TO LOAN-Business and residence property, 5 per cent, privilege of paying principal any time. P. S. COLER, 35 Hall bidg. MONEY to loan on real estate, at lowes rates. RIEGER-MOORE REALTY CO., Heist bldg. WITHOUT commission, will loan on rea estate. Can pay any time. No agents. ALLEN, 717 American Bank bldg. D. S. M'GONIGLE & CO., Whitney bldg., have some money to loan on real estate, 5 and 6 per cent; any amount. 5, 6 AND 7 per cent money to loan on Kansas City property. G. F. & R. L. Winter, 102 N. Y. Life bldg.

\$50,000 TO buy employes' time in advance Willard F. Wyckoff, 221 and 222 America Bank bldg. GOOD chattel and real estate notes bought. Brightwell, Mass. bldg. Tel. 1963.

FOR SALE-MISCELLANEOUS. SECOND-HAND TYPEWRITERS

CHEAP. We offer a large number of second-hand typewriters cheap, which we have taken in exchange as part payment on our new improved Jewett Typewriter; Smith Pre-miers, Remingtons, Caligraphs, Yosts and Tensmores

enamores. DUPLEX-JEWETT TYPEWRITER CO., 712 Delaware st., Kansas City. Mo. PAINT STORE. For good material, olls, lead, colors, Japans, varnishes, go to T. O. CRAMER CO., northeast corner 13th and Grand avenue,

SPALDING PRINTING CO. 205-7 E. 12th st. Tel. 1174. Printers, en-gravers, stereotypers and blank book mak-ers. Estimates furnished. D. R. SPALDING, Manager. FOR SALE—A very fine, new upright pi-ano. This new plano was taken for a debt; will sell it for a very reasonable price, either all cash or on time; can fur-nish it in any finish case desired; it will be shipped direct from manufacturers. Ad-dress A 49, Journal office.

FOR SALE—Large fire and burglar-proof safe; heavy steel chest, time lock; suitable for large office or small bank; cost \$300; price, \$225. Woolf Bros., \$27,929 Main st. FOR SALE—2.50 Waterman fountain pen at 11.75; never been used. Address L E. Journal office.

FOR SALE—A new Williams typewriter, theap for cash. Address L 137, Journal. FOR SALE-Soft coal heating stove, theap. Call at \$20 Lydia avenue.

FOR Confinement Cases, Any and All Diseases of Women, Acute or Chronic Diseases: Medical and Surgical; Abdominal Operations. Best of accommodations for out-of-town cases. Patient must pay if able: if not, operations are free. Correspondence promptly answered. Address or call on DR. C. E. MATHIS. Office, 12th and Main. Kansas City, Mo. Private Hospital, 1227 Michigan. Open to regular physicians.

STORAGE AND LOANS. K.C.StorageLoan Co.

COWS FOR SALE. SOME fine big fresh cows and calves also two fine fresh Jerseys. 256 Grand avenue.

TO EXCHANGE.

DUNN FURNITURE CO., 316 and 315 E 13th, will exchange new goods for second hand, or sell on easy payments.

PINE TREE LINIMENT. CURES rheumatism, Neuralgia, Headache, Toothache, Sore Throat. Sold by druggists.

THE Most Perfectly Appointed Establishment of its Kind in the West.
Chiropodists—Massage Treatment—
BATHS.
Mattle Zorn, 97 Baltimore avenue,
Kansas City, Mo. GO to Mrs. LaPoss for the best plain, medicated and vapor bath massage. 1023 Main st. Open day and night.

CLAIRVOYANT.

MASSAGE PARLORS.

teller; reveals nest, present and future; business and doincatic affairs and family troubles; ladies, 50 cents; gentlemen, 81.06. 1013 East 12th st. Office hours from 5 a. m. to 10 p. m. daily. MRS. L. JAMES, well known clairvoyant and trance medium; consult her on all affairs of life. Office 20, No. 522 Main at.

UNDERGRADUATE doctors, dentists, awyers, pharmacists can soon graduate tome. Box 136, Chicago.

VIAVI-Woman's way to health; ask or end for "Viavi Message," 704 N. Y. Life. PRIVATE LOANS made on KENTUCKY DEW.

3 GALLONS of the famous Kentucky Dew, 36; single gal., 25.50; Old Crow and O. F. C., 22.25: Port, Blackberry and Sherry Wines, 11.25. Send for price list. T. H. Lynch, 605 Wyandotte street.

PIANO BARGAINS. 3350 UPRIGHT PIANO, beautiful French wainut case, almost new, only 1169; 110 28sh, 37,50 a month; a rare bargain. A. R. Berry's Sons, second floor 713 Main st.

SNAPS-Rolling top deaks, \$12.50 up; type-writer deaks, \$15.75 up; revolving chairs, \$2.50 up; bookcases, H.M.Bowers, 35 W. 8th.

J. A. McMahan does a general detective business. All business strictly confidential. Room 17, 1120 Main st.

REAL ESTATE TRANSPERS. 

William McManus et al to same; Sherman; lot 4 block 9, Chautau-qua place.
Same to G. H. Johnston; lot 5, block 9, same.
Charles F. Glimore to Jay H. Neff; part of the northwest corner of section 2, township 59, range 31...
F. T. Dickenson to John Rankin; lot 24, Hornbeck & Elting's allot-ment. ment.

R. S. Kelly and wife to Joseph C. Kelly; part of lots St. 84. Altamont M. D. Richardson and wife to M. W. Robinson; lots 13 to 18, block 4. Oakland.

I. R. Boyer to S. A. Boyer; lots 88 and 89, Altamont.

W. H. Knotts and wife to Annie E. Hayes; lots 27 to 39, block 2. Prospect summit. E. Hayes; lots W to S, block & Prospect summit.

TRUSTEE'S DEED.

R. B. Drysdale to S. R. Green; part of lot 102 Phoenix place.

QUITCLAIM DEEDS.

S.R. Green to Trans-Atlantic Mortgage Trust Company: lot SS, Phoenix park.

George M. Brinkerhoff to Mary E. Fox; lots S to 11, Frederick's addition.

LAND TITLE GUARANTEE COMPANY.

A. L. O. SCHUELER, Mer.

Tm surprised that you could recommend to me such a frightful book! It actmade my hair stand on end!"

"Why. I read the book, and it didn't affect me that way!"